

March 2013

## In this Issue

- [Trade Consultants](#)
- [SBA/VISA Exporter Video Contest](#)
- [Iraq confirms bilateral trade agreement](#)
- [Upcoming Events](#)

## Trade Consultants

**Enrique Gandara**  
Animal Feed, Livestock & Genetics  
Latin America  
(608) 224-5113  
[enrique.gandara@wisconsin.gov](mailto:enrique.gandara@wisconsin.gov)

**Jennifer Lu**  
Animal Feed, Livestock & Genetics  
China and Asia  
(608) 224-5102  
[jennifer.lu@wisconsin.gov](mailto:jennifer.lu@wisconsin.gov)

**Ashwini Rao**  
Processed Foods  
India, Latin America and European Union  
(608) 224-5119  
[ashwini.rao@wisconsin.gov](mailto:ashwini.rao@wisconsin.gov)

**Angelita Renteria**  
Certificates of Free Sale  
(608) 224-5129  
[angelita.renteria@wisconsin.gov](mailto:angelita.renteria@wisconsin.gov)

**Lisa Stout**  
Processed Foods  
Asia and Canada  
(608) 224-5126  
[lisa.stout@wisconsin.gov](mailto:lisa.stout@wisconsin.gov)

**Jen Pino-Gallagher**

## SBA/VISA Exporter Video Contest

There's still time to send in your entry for the SBA/VISA Exporter Video Contest!! The video contest is an extraordinary way for small business exporters to convey their "secrets of exporting success" and also become eligible for financial prizes.

Visit <http://exportvideo.challenge.gov> to register and enter the contest. Deadline for submission: April 5, 2013.

## Iraq confirms bilateral trade agreement

Earlier this month, Iraq confirmed that the United States-Iraq Trade and Investment Framework Agreement (TIFA), first negotiated in 2005, is likely to enter into force later this year. TIFA provides a bilateral forum devoted to fostering greater trade and investment and enables WI agricultural companies to explore new markets. Regulations and Protocols for export of U.S breeding cattle can be viewed by visiting the [Animal and Plant Health Inspection Service website](#).

As per the [U.S. Department of State's website](#), two-way trade between the U.S and Iraq in 2011 was \$19.3 billion, with U.S. exports to at \$2.4 billion (a 46.8% increase over 2010), and Iraqi exports to the United States at \$16.9 billion, almost entirely consisting of crude oil. In the first half of 2012, U.S. exports totaled \$951.7 million, down from \$1.365 billion in the first half of 2011.

## Upcoming Events

### Feed and Feed Ingredients Trade Mission

July 11-21, 2013/ Bogota, Colombia  
Contact: Enrique Gandara, [enrique.gandara@wi.gov](mailto:enrique.gandara@wi.gov) / 608-224-5113

Colombia, the third largest economy in Central and South America, is a growing market for U.S. exporters. The recent ratification of the Colombia - U.S Free Trade Agreement eliminates tariffs and other barriers for WI agricultural companies looking to increase their export sales.

The International Feed & Feed Ingredients Trade Mission to Colombia is a great opportunity for WI companies to expand into South America. Build personal contacts with key industry players, gain market insight and strengthen relationships. Participants will also visit Agroexpo, an international fair focused on the agri-industrial

Bureau Director, Agricultural  
Market Development  
(608) 224-5125  
[jen.pinogallagher@wisconsin.gov](mailto:jen.pinogallagher@wisconsin.gov)

**[Click here](#) to learn more about  
our services.**



sector and the food industry.

Visit our [website](#) to learn more about our missions to South America, Asia, and the Middle East. You can also call us at 800-462-5237 or email at [international@wisconsin.gov](mailto:international@wisconsin.gov).

#### **Exporter Education Seminar**

July 16, UW River Falls

Contact: Ashwini Rao, [ashwini.rao@wi.gov](mailto:ashwini.rao@wi.gov) / 608-224-5119

This export education seminar will be useful for companies at all stages of the export process. Topics covered may include: export documentation, product pricing, logistics, international marketing, finding buyers for your products and accessing resources for your company to go international.



**STAY CONNECTED:**

